How to Maximize Your Consultant Support

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Why We Are Here

- CSSO vendor conference held in March 00
- Seven vendors provided lessons learned
- We are here to “ cut out the middle man”

Where you can use Consultant Support

- Prior to study announcement
- Study Execution
- Acquisition Strategy and Support
- Post Study support

Consultant Support Prior to Study Execution

- Strategic Vision
  - Budgetary Considerations
  - Concept of Ops
- FA vs CA

Consultant Support During Study Execution

- We Are Members of the Study Team!
  - Study Planning and Coordination
  - Team Staffing
  - Roles and Responsibilities
  - You Hired us, Use us!
  - Study Logistics
  - Personnel Access

Study Planning and Coordination

- Step 1 is develop the POA&M
  - Let consultant contribute (We've "been there and done that")
- Don't try to start tomorrow!
  - Successful studies have consultants onboard from Day 1
- Use our skills as workforce Communicators

Team Staffing

- Our team members each bring a skill to the team
  - Not all are A-76/FA experts
- Your team members also each bring a skill to the team
  - Represent their constituents
- Provide a study team leader
  - Our PM’s counterpart

Roles and Responsibilities

- We do the study *with* you, not *for* you
- Study work is ongoing even when consultants are not at the client's location
- This is how we bid the work

You Hired Us, Use Us!

- We bring the A-76/FA expertise and experience
- We bring an outside set of eyes and perspective
- We don’t know “how you have always done things”

Study Logistics

- Have a dedicated study room
  - Phone, fax, PC, printer, copier
- Give consultants badges to ease movement around the command

Personnel Access

- Introduce consultants to folks under study early
  - They feel better knowing people are working on their behalf
- Introduce consultants to CO early
  - Needs to know and be comfort-able with the whole team

Leverage Consultant Expertise in Acquisition Strategy

Consider Post CA Support Requirements

Conclusion

- We Are Members of the Study Team!
- Not just revenue for us!
- We want to win!
  - Helps Navy
  - Helps folks under study
  - Helps us